



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
Phone: (704)344-6563 Fax: (704)344-6769

DECEMBER, 2004 HAPPY HOLIDAYS!

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS FY 2005 YTD

October 1, 2004 – November 30, 2004

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount</u> <u>Millions</u>
Large Banks				
1. Innovative Bank	81	0	81	\$0.51
2. Bank of America	56	0	56	\$1.5
3. Capital One Federal Savings	33	0	33	\$1.2
4. Wachovia Bank	27	0	27	\$5.9
5. Bank of Granite	10	0	10	\$1.3
Community Banks				
1. Surrey Bank & Trust Company	10	0	10	\$1.8
2. Carolina Bank	3	0	3	\$0.93
3. Bank of Stanly	2	0	2	\$0.15
3. The Fidelity Bank	2	0	2	\$0.22
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	11	0	11	\$6.0
2. Self-Help Credit Union	7	0	7	\$0.45
Certified Development Companies				
1. Self-Help Ventures Fund		6	6	\$1.6
2. Business Expansion Funding Corp.		5	5	\$2.0
3. Centralina Development Corporation		3	3	\$1.0
4. Asheville-Buncombe Devel. Corp.		2	2	\$0.61

HOLIDAY GREETINGS

To our lenders and partners:

Each year at this time we take pleasure in setting aside our regular work and sending a heartfelt message to our best friends and partners. Thank you for your great support and effort. You help us to help small businesses succeed and we are grateful.



May your holiday be filled with joy and the coming year be overflowing with all the good things in life.

North Carolina District Office
U.S. Small Business Administration

2004 CHARLOTTE FEDERAL EMPLOYEE OF THE YEAR

Please join us in congratulating SBA Marketing & Outreach Assistant Celia Rolls as the 2004 Charlotte Federal Executive Association (FEA) Federal Employee of the Year (Non-management category). Many of you have worked with Celia over the years.

Celia received the award for her superior customer service efforts. Her service-oriented approach extends to all her customers: SBA lenders, clients and co-workers. She prepares lender marketing packages for outreach events, in addition to monthly loan activity reports for North Carolina's two senators and thirteen representatives. She helps maintain an extensive SBA lender database for the entire state of North Carolina. In addition to her normal duties she frequently volunteers for additional responsibilities. For several years she was the Combined Federal Campaign (CFC) SBA representative and she coordinates the offices participation in local food drives and sponsorship of a Charlotte family at Christmas. Celia has been a Federal employee for 22 years.



Charlotte Mayor Pro-Tem Patrick Cannon & SBA North Carolina District Director Lee Cornelison present the award to Celia Rolls.

SBA 504 LOAN MAXIMUMS INCREASED

President Bush has signed legislation that increases the maximum SBA 504 debenture size available to small business.

The new debenture amounts for SBA 504 loans are now:

- \$1.5 million for standard loans (up from \$1 million)
- \$2 million for public policy loans (up from \$1.3 million)

The legislation also established a new SBA 504 debenture maximum of \$4 million for small manufacturers!

These higher debenture limits will help both new and existing clients take advantage of larger loans and increased SBA loan authority. This is great news for small businesses, our lending partners and the communities of North Carolina.

New 504 Project Examples (000's):

	Bank Loan	SBA Debenture	Min. Borrower Equity	Total Project
Standard Loan	\$1,875	\$1,500	\$375	\$3,750
Public Policy Loan	\$2,500	\$2,000	\$500	\$5,000
Small Manufacturing Firms	\$5,000	\$4,000	\$1,000	\$10,000

The North Carolina Certified Development Companies can help you quickly structure and secure the best financing package for clients. And, they can answer any questions you have about the new 504 program changes. To learn more on this program and find the CDC nearest to you, log on to www.sba.gov/nc/nccdc.html or contact your local SBA representative.

BLX IS NEW COMMUNITYExpress LENDER

Business Loan Express (BLX) recently announced it will offer SBA's CommunityExpress loans in North Carolina. SBA CommunityExpress loans must be offered in conjunction with a Technical Assistance (TA) Providers. Currently, only the **Fayetteville Women's Business Center** has been approved by both SBA and BLX to work with business owners on CommunityExpress loans. Other TA Providers are in the approval process.

BLX will offer these loans up to \$25,000 with no collateral and up to \$50,000 with collateral.

An up-to-date list of the approved Technical Assistance Providers is available at: www.sba.gov/nc/financing.html.

If you would like more information about becoming a CommunityExpress lender, please contact Dave Dillworth at 704-344-6578.

LENDER RANKING LIST

Want to see how your bank/organization compares with other SBA lenders? See pages 6-7 for the comprehensive year-end loan summary by lender.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:00 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington** and **Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

Upcoming 2005 Dates

January 12

February 9

March 9

2005 SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone	Second Thursday	10 a.m.-3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

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To help us serve you better, we encourage all readers of the North Carolina District Review to subscribe via the agency’s website. It’s fast and easy! If you have any questions, call Mike Ernandes at (704) 344-6588 or e-mail mike.ernandes@sba.gov.

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NC DISTRICT OFFICE LENDER CONTACTS

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Thomas Neal	(704) 344-6577	thomas.neal@sba.gov
Cecelia Rolls	(704) 344-6810	cecelia.rolls@sba.gov

ASHEVILLE & WESTERN NC

Mike Arriola	(828) 225-1844	michael.arriola@sba.gov
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RALEIGH/DURHAM & NORTHEASTERN NC

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & EASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1 – November 30, 2004

<u>Lender</u>	<u>7(a) Loan Approvals</u>	<u>Gross 7(a) \$</u>	<u>504 Part. Loans</u>	<u>504 Part. \$</u>
Innovative Bank	81	\$ 510,000		
Bank of America	56	\$ 1,505,000		
Capital One Federal Savings	33	\$ 1,255,000		
Wachovia	27	\$ 5,989,500		
CIT Small Business Lending	11	\$ 6,082,200		
Bank of Granite	10	\$ 1,352,900		
Surrey Bank	10	\$ 1,801,600		
Self-Help Credit Union	7	\$ 452,000		
First Citizens Bank & Trust	6	\$ 913,000	4	\$ 709,375
BB&T	4	\$ 1,887,000	4	\$ 2,688,679
Southern Bank & Trust	4	\$ 355,000		
Wells Fargo	4	\$ 130,000		
California Bank & Trust	3	\$ 420,000		
Carolina Bank	3	\$ 930,000		
Central Carolina Bank	1	\$ 140,000		
Community W. Bank	3	\$ 508,700		
Temecula Valley Bank	3	\$ 3,796,900		
Bank of Stanly	2	\$ 159,300	1	\$ 158,500
Coastal FCU	2	\$ 317,250		
First South Bank	2	\$ 210,000		
GE Capital	2	\$ 950,500	1	\$ 162,500
The Fidelity Bank	2	\$ 221,900	1	\$ 425,000
United Midwest Savings	2	\$ 2,000,000		
The Bank of Asheville	1	\$ 41,000	1	\$ 67,500
American Express Centurion	1	\$ 25,000		
Business Loan Center	1	\$ 1,000,000		
Cardinal State Bank	1	\$ 40,000		
CNL Commercial Lending	1	\$ 306,000		
Comerica Bank	1	\$ 760,000		
Community South Bank	1	\$ 875,000		
First Charter Bank	1	\$ 225,000		
First Natl Bank SO	1	\$ 275,000		
Gateway Bank & Trust	1	\$ 300,000		
Lexington State Bank	1	\$ 825,000		
Peoples Bank	1	\$ 224,000		
Sound Banking Company	1	\$ 40,000		
SouthTrust Bank	1	\$ 157,500		
Stearns Bank	1	\$ 105,000		
Sterling South	1	\$ 210,165		
American Community Bank			1	\$ 683,250
Cardinal State Bank			1	\$ 140,000
RBC Centura			1	\$ 1,200,000
Southern Community B & T			1	\$ 410,000
The Little Bank			1	\$ 446,550
Zions First National Bank			1	\$ 531,000
Citizens South Bank			1	\$ 245,000
Total 7(a) Loans	294	\$ 37,296,415		

SBA North Carolina District Loan Approvals October 1 – November 30, 2004
(continued)

Certified Dev. Companies	504 Loans	504 \$
Self-Help Ventures Fund	6	\$ 1,670,000
BEFCO	5	\$ 2,003,000
Centralina Dev. Corp.	3	\$ 1,019,000
Asheville Buncombe	2	\$ 613,000
Northwest Piedmont Dev. Corp.	1	\$ 298,000
Neuse River Dev. Authority	1	\$ 370,000
Region E Dev.	1	\$ 117,000
Total 504 Loans	19	\$ 6,090,000